

Course Title: TITLES AND CLOSINGS

Course Description: A broad overview of the closing process including title and escrow, based on a hypothetical that serves as the basis for the discussion of the title and escrow issues.

Learning Objectives (See attachment on Bloom’s Taxonomy and Learning Levels)

Learning Level	Learning Objective
Knowledge	Identify the parts of the purchase agreement that address title and closing issues
Understand	Understand the mechanics of closing and the different components of the title aspects and the escrow aspects, including title commitments and endorsements
Apply	Counsel the customer on different contract provisions and how those interplay with title and escrow
Analyze	Distinguish the provisions of purchase agreements that deal with title and escrow functions and recognize different issues associated with those
Evaluate	Be able to counsel customers on the ramifications of different provisions in purchase agreements and be able to facilitate the interactions between customers, title companies and third parties
Create	Assist customers in structuring and implementing their transactions to try to ensure smooth closings

The following will be the means used in assessing whether the Learning Objectives have been met (Pre and post test, Q&A etc.)

Through interaction with the participants during the class.

Timed Outline: Describe in detail the components of the course by breaking it down into subject matter areas of no greater than 15 minutes. What will be the method of instruction or teaching technique used for each area (lecture, slides, group activities, videotape etc.) UPDATED SET FORTH BELOW

Length in Time (15 min. increments)	Teaching Technique	Subject Matter Segment and Description
15	Lecture	Closing Process Flowchart—overview of the class
30	Lecture	Introduction to title insurance and the title company role
15	Lecture	Overview of the hypothetical case study, including sample purchase agreement
15	Lecture	Opening escrow
15	Lecture	Search and examination process—what does the title company do to prepare the title commitment

15	Lecture	Review a title commitment
15	Lecture	Working with the buyer's lender
15	Lecture	Satisfying the requirements of the title commitment
15	Lecture	Preparing for closing
15	Class Discussion	What if the transaction breaks down before closing?
15	Lecture	The Closing
15	Lecture	Post-Closing/Recording
15	Lecture	Funding and Disbursement
15	Class Discussion	Post-Closing "problems"
15	Lecture	Post funding/issuance of the title policy
